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Location: abu dhabi

Category: other-general

Key Account Director | MatchaTalent Abu Dhabi

At MatchaTalent, we believe on people, beyond their job title or pay grade. We believe that everyone has their own forte, and should be given opportunities to develop themselves and to be who they truly want. We recruit with compassion and work hand-in-hand with our clients, to deliver the best possible job opportunities for our talents.

Established in the United States in 2022 by a management team with rich experience in the solar industry, our company is dedicated to advancing the clean energy transition, with a particular emphasis on solar power. Our core mission is to produce and deliver high-performance, reliable solar solutions tailored for the North American market. We pride ourselves on our commitment to sustainability and innovation, striving to be at the forefront of the solar energy sector.

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Remote based

Experienced on managing Middle East region.

Bachelor's or Associate degree in Business Management, Administration, Engineering, Supply Chain, or a related field.

8+ years of B2B sales experience, preferably in the renewable energy industry.

Experience in sales support in solar photovoltaic, energy storage, or related industries is preferred.

High proficiency in MS Office applications and Sales Force or similar sales tools.

Proven experience in finding and selling to new prospects, negotiating deals, and managing commercial terms.

Strong presentation and communication skills.

Fluent in English.

Personality: Self-motivated, independent, proactive, with a strong work ethic and competitive drive.

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